

Selling To The State: Strategies For Success



Small Business Procurement Workshop Thursday, March 9, 2006

Registration 8:00 am to 8:30 am

Workshop 8:30 am to Noon

Nannie J. Lee Memorial Center

1108 Jefferson Street, Alexandria, Virginia 22314

There is a \$20 registration fee.

Registration Deadline: March 3, 2006

Representatives from the Commonwealth of Virginia will discuss the state's initiative to increase access to state contracting for **small, women** and **minority-owned** businesses. Topics include state certification and use of eVA, the Virginia's electronic government purchasing system.

This is your opportunity to:

Meet state government buyers face to face.

Hear what products and services buyers are seeking.

Introduce your business, products, services to buyers.

Get business assistance with state certification and eVA.

**REFRESHMENTS
PROVIDED**

For questions, contact Gloria Flanagan at the Alexandria Small Business Development Center at 703-778-1292, ext. 222.



SSI Business
Solutions



Selling To The State: Strategies For Success

A G E N D A

Small Business Procurement Workshop Nannie J. Lee Memorial Center Thursday, March 9, 2006

- 8:00 AM REGISTRATION**
- 8:30 WELCOME AND OPENING REMARKS:**
Bill Euille, Mayor, City of Alexandria
- 8:40 UTILIZING SMALL BUSINESSES IN STATE PROCUREMENT:**
Deborah Hudson, Virginia Department of Business Assistance (DBA)
- 8:55-9:25 STATE CERTIFICATION & THE SWAM INITIATIVE:**
Michael Cranford, DMBE
- 9:25-9:35 CERTIFICATION Q & A**
- 9:35-9:50 NETWORKING & COFFEE BREAK**
- 9:55-10:30 MAXIMIZING SUPPLIER SUCCESS WITH eVA:**
Kathryn Dolan, Procurement Assistance and Business Services Manager, DBA
- 10:30-10:45 INTRODUCTION OF EXHIBITING STATE AGENCIES**
- 11:15-12:00 ADJOURNMENT TO VENDOR FAIR -- AUDITORIUM
SUPPLIER/BUYER EXCHANGE & ASSISTANCE FAIR**
- ▶ State and local buyers on exhibit with information about their agency's purchasing needs.
 - ▶ Suppliers visit exhibitors and share capabilities.
 - ▶ Department of Minority Business Enterprise exhibit and seating available for one-on-one explanation and assistance with questions on SWAM certification.
 - ▶ DBA Procurement Assistance exhibiting and available for supplier support and guidance on eVA sales and marketing strategies.



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WORKSHOP LOCATION:

Nannie J. Lee Memorial Center, 1108 Jefferson Street, Alexandria, VA 22314

REGISTRATION: 8:00 TO 8:30 AM | WORKSHOP: 8:30 AM TO 12:00 Noon

REGISTRATION IS WEB-BASED TO REGISTER:

- 1: Go to www.alexchamber.com
- 2: Click on "chamber events"
- 3: Scroll down to "March 9"

**REFRESHMENTS
PROVIDED**

QUESTIONS OR SPECIAL NEEDS:

Gloria Flanagan at 703-778-1292, ext. 222

